



2011 Small Business Week Awards

SPECIAL EDITION

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Every year since 1963, the President of the United States has proclaimed National Small Business Week to recognize the importance of America's small businesses. SBA district offices throughout the nation and its territories host and participate in a variety of events and functions to honor the crucial role small businesses play in our communities and award deserving businesses in various categories. Award winners from each category then compete at the state, regional, and national level. Winners of the National Small Business Week Awards participate in the festivities in Washington, D.C. as the President salutes their contributions to the nation's economy.

Without further ado, here are this year's Small Business Week award winners from the Santa Ana District Office, representing the counties of Orange, Riverside, and San Bernardino!

District Small Business Person of the Year

Garner Holt, CEO, Garner Holt Productions

Nominated by Patricia Thomson, President, Grow America Fund

[Garner Holt Productions, Inc.](#) designs, produces and maintains high-quality animatronic figures and special effects equipment. The company specializes in custom designed animatronics, computerized digital audio and show control systems, special effects involving light, water, and fire, interactive and engaging museum and corporate exhibits, and state-of-the-art show action systems for stage and ride-based presentations. Garner Holt Productions was founded in 1977 by Garner L. Holt and is based in San Bernardino, California.

Garner Holt Productions was cited for the following accomplishments in their nomination package:

- **Staying Power** - Garner Holt Productions (GHP) has been in business for thirty years and has worked with some of the biggest names in the entertainment world
- **Growth in Number of Employees** - GHP has grown from an average of thirty-five employees prior to 2008 to an average of seventy-five to eighty employees
- **Increase in Sales** - GHP has increased from \$4 million in sales prior to 2008 to more than \$8 million
- **Innovation in their Industry** - Most recently, GHP created an entire animatronic Afghani village marketplace at the Infantry Immersive Training Center at Marine Corps Base Camp Pendleton
- **Response to Adversity** - The company has maintained its position as a leader in

their field despite attempts by other companies to design and manufacture products overseas

- **Contributions by Nominee to Aid Community Oriented Projects** - Garner Holt currently serves on the Board of Governors and the Board of the College of Arts and Letters at California State University, San Bernardino, and the Ryman Arts Foundation, two institutions which serve as an incubator for emerging artists and others in the industry

District Exporter of the Year

Roy Paulson, CEO, Paulson Manufacturing

Nominated by Fred Latuperissa, Director, Inland Empire Export Assistance Center

Roy Paulson is the President of [Paulson Manufacturing Corporation](#), founded in 1947 in Temecula. Paulson Manufacturing specializes in equipment related to eye and face protection for industries such as defense, aerospace, public safety, industrial facilities, and professional sports teams. Paulson Manufacturing designs, manufactures and inspects all of their products at their facilities in Temecula and exports to over 80 countries. Roy Paulson also serves as the Chair of the California Inland Empire District Export Council and the National District Export Council Export Control Modernization Sub-Committee.

In the nomination package, Paulson Manufacturing was cited for:

- **Increased Sales through Exporting** - Paulson Manufacturing has experienced an increase in sales of up to 25% through international exports, at the same time facilitating stronger sales for OEM customers
- **Effective Solutions to Export-related Problems** - Several products required modification in order to meet the demands of international markets, including modifying a body shield to endure cold temperatures in Russia. Paulson Mfg. also initiated a study in the European Union to develop new rules regarding electrical safety, opening the doors to many products manufactured in the U.S.
- **Creative Overseas Marketing Strategies** - In China, where there are no rules or safety standards requiring the use of Paulson products, the company has offered education to individual companies, showing how the use of their products will reduce risk and save money over the long run
- **Demonstrated Encouragement of Other Small Businesses to Exporting** - Roy Paulson serves on various committees in order to advocate for the streamlining of rules related to exporting, and has partnered with other firms in order to secure unique exporting opportunities

Region IX Financial Services Champion

Gary S. Dunn, Vice President, CapitalSource Bank

Nominated by Michael Ocasio, President & CEO, Small Business Financial Development Corporation of Orange County

Mr. Dunn is currently a Vice President and Community Reinvestment Officer for [CapitalSource Bank](#), a \$6.1 billion statewide financial institution. As the Community Reinvestment Officer, he designs, implements, manages and documents a comprehensive

CRA program to best serve the credit needs of the company's assessment areas.

Some of Gary's efforts cited in the nomination package for his award include:

- **Advocacy of Changes in the Financial Services Industry to Assist Small Businesses** - As a board member on several for-profit and not-for-profit CDFI lending institutions, Gary holds institutions accountable to their mission statements in meeting the needs of small business owners that might not have access to mainstream credit or banking institutions, particularly those located within low-to-moderate income areas or underserved communities
- **Encouragement of the Flow of Investment Capital to Small Ventures** - Gary facilitated the flow of lending to small businesses by virtue of equity, loan, and capital contributions to lending organizations providing micro-credit and technical assistance services to small companies
- **Active Support for Legislative or Regulatory Action Designed to Help Small Firms** - As a bank CRA officer, Gary is involved with a variety of regulatory agencies, including FDIC, DFI, and the Federal Reserve. Gary uses these opportunities to advocate stricter performance rules with regards to community lending and outreach goals in support of small business
- **Other Significant Contributions** - designed and implemented a financial literacy program to educate underserved communities, delivered by volunteer bankers, and recruited over 3800 community service volunteer hours in 2008-2010 from CapitalSource Bank employees

District Minority Small Business Champion

Kim-Yen Huynh, Founder/President, Asian American Business Women Association

Nominated by Mohammed Islam, Executive Director, South Asian Business Alliance Network

Kim-Yen Huynh has worked in the banking and finance industry for the past twenty-nine years, serving in executive management roles with First Vietnamese American Bank, Sanwa Bank, Cathay Bank, and Center Bank. In addition to these roles, Kim-Yen has been a host for several talk shows on a Vietnamese language television network. Currently Kim serves as the President of the [Asian American Business Women Association](#), a non-profit organization dedicated to providing opportunities, resources, training and marketing to empower women in the business environment.

Kim-Yen is being recognized for:

- **Voluntary Efforts to Advance Minority Small Business Interests** - Kim has served in a voluntary capacity with many community and business organizations, including the Orange County Vietnamese Chamber of Commerce, Orange County Presidents Council, Asian American Business Women Association, and as a Commissioner of Asian American and Pacific Islander Affairs appointed by former Governor Schwarzenegger
- **Improving Conditions in the Minority Small Business Community** - Through her network of contacts, Kim has organized many business-related events, including BizCon and the Asian American Business Womens Association's Leadership Conference, introducing many businesses to growth opportunities in the areas of supplier diversity and government contracting
- **Voluntary Efforts to Provide Professional Services to the Minority Small Business Community** - Leveraging her decades of lending experience, Kim has consulted many business owners regarding banking in general and SBA

lending programs

District Women in Business Champion

Hilda J. Kennedy, Executive Director, AmPac TriState CDC

Nominated by Christina Loza, Managing Partner, Loza & Loza, LLP

Hilda Kennedy is the founder and executive director of [AmPac TriState Certified Development Company](#) (CDC), a non-profit provider of SBA 504 loans to new and growing California businesses. In addition, Hilda currently serves as the president-elect of the Inland Empire Chapter of the National Association of Women Business Owners (NAWBO).

Some of the actions Hilda was cited for in the nomination package include:

- **Active Support for Legislative Action Designed to Help Small Businesses** - Her volunteer efforts as the past Public Policy Chair for NAWBO included coordinating a statewide NAWBO event featuring panels with State legislators to provide insight on many issues that affect women business owners, ranging from providing health care for employees to the taxes paid by small business owners; her efforts also included participating in a panel discussion with the chair of the Senate Small Business Committee on universal certification for
- **Efforts to Increase Business and Financial Opportunities for Women** - In less than four years, AmPac TriState CDC, under Hilda's leadership, obtained approximately \$40M in financing to small businesses so that they may purchase commercial and industrial real estate and equipment to promote economic development and job creation
- **Voluntary Efforts to Strengthen the Role of Women Business Owners** - All of Hilda's work with NAWBO has been done in a voluntary capacity. Hilda also organized the Third Annual Faith Based Small Business Summit, an event which showcases the connection between faith and business and promotes opportunities for women-owned small businesses

District Veteran Business Champion

Albert R. Renteria, CEO, Albert R. Renteria Corporation

Nominated by Adam Rogers, Project Manager, Hensel Phelps Construction Co., and James Spee, Professor, University of Redlands School of Business

Albert Renteria, a retired Marine with 26 years of military service, is the owner of the [Albert R. Renteria Corporation](#), a small business providing logistics and information technology services and the chief executive of the [Southwest Veterans Business Resource Center](#) (SWVBRC), a non-profit organization that serves veterans and the communities where they live.

Some of the actions taken by Mr. Renteria to deserve the award include:

- **Evidence of Increased Business Opportunities for Veterans** - Over the past six months, the SWVBRC in Perris has hosted speakers on a variety of subjects including government contracting, taxation, and public speaking, in addition to being an incubator for up to 10 veteran-owned businesses. Additionally, Albert's actions and influence helped the FORSCOM/USARC Combined Headquarters Project led by Hensel Phelps to subcontract 57% of the subcontracted dollars to veteran owned businesses and service-disabled veteran owned businesses

- **Active Support for Legislative or Regulatory Action Designed to Help Small Businesses** - Albert speaks on average eight times per year to local, regional, and national organizations on veterans issues, making Federal and State incentives for service-disabled veteran-owned small businesses known to a wider audience
- **Advocacy of Special Consideration for Veterans in Government Small Business Policymaking** - As a result of his contributions to the veteran owned business community and his success as an owner of a service-disabled veteran-owned small business, Albert serves as an advocate for the veteran business community through two committees, providing an independent source of advice and policy recommendations to both the California Department of Veterans Affairs Disabled Veteran Business Enterprise Advisory Council and the Advisory Committee on Veterans Business Development
- **Obtaining Support Within the Community for the Establishment of Veteran-Owned Small Businesses** - The City of Perris was presented a plan by Albert in May 2010 to promote veteran business ownership in the community and the City Council voted unanimously to support his proposal: providing a facility to house the SWVBRC at a rent of \$1 per year. The doors were opened the next month with the support of many local businesses donating equipment, office furniture, and in-kind services

California Small Business Development Center Service Excellence & Innovation Award

Mark Mitchell, Director, TriTech SBDC

Nominated by Sean Snider, Associate Director, Orange County/Inland Empire Regional Lead SBDC

Mark Mitchell is the Director of [TriTech SBDC](#), an SBA resource partner that works with fast growth firms, offering consulting for entrepreneurs and businesses looking for strategies to accelerate the growth of their enterprise.

Mark's contributions to the small business community include:

- **Delivers Results** - TriTech SBDC has consistently met and exceeded performance milestones in categories such as extended engagement clients, counseling hours, clients counseled, and capital infusion. Since 2006, TriTech has assisted clients to achieve over \$34 million in increased sales and \$64 million in capital infusion
- **Innovates** - TriTech has utilized video sharing platforms to create educational videos that are available to business owners on critical business related topics. TriTech also partners with entities such as the Irvine Incubation Center, IE Connect, Tech Coast Venture Network, and the Tech Coast Angels to facilitate equity funding for their clients
- **Develops** - Mark prepares TriTech SBDC for success by actively participating with the lead SBDC in the development and execution of the strategic plan and professional development of counselors

Congratulations to the district winners of our 48th Annual Small Business Week Awards! Come and join the SBA and our partners at the Yuhaviatam Room of the San Manuel

Indian Bingo & Casino on June 2, 2011 at 11:30 am as we celebrate the achievements of these small business owners and supporters. Please contact Jennifer Hoff at (909) 888-9011 ext. 201 or [click here](#) to reserve your spot.

Sincerely,

U.S. Small Business Administration

J. Adalberto Quijada
Director
Santa Ana District Office